



More than just a paycheck. Paychex is the leader in the small to mid-market space for Human Capital Management. We help business owners and leaders attract the best talent through streamlined human resource processes and benefits packages while at the same time maximizing the productivity of their employees once onboard.

But wait, there's more. We have a lot to be #paychexproud of here:

- #3, *Selling Power* magazine, **Top Companies to Sell For**
- *Training* magazine, **Top 125** training organization for the **17th year in a row**
- 7 Time Winner, National Business Group on Health, **"Best Employers for Healthy Lifestyle"**
- 10 Time Winner, *Ethisphere Institute*, **World's Most Ethical Companies**
- 10 Time Winner, *FORTUNE* magazine, **World's Most Admired Companies**
- *Forbes* magazine, **World's Most Innovative Companies**
- *Forbes* magazine, **The Best Employers for Diversity**
- #1, *PlanSponsor* magazine, total number of 401k Recordkeeping Plans in America
- *Business Insurance* magazine, **Best Places to Work in Insurance**
- Honored with **Brandon Hall Group Excellence Award in Technology** for Paychex Flex
- Recognized as the provider of the **"Best HR Outsourcing for Small Businesses"** by *Inc.com*

In the role you will:

- Market and sell our suite of services by prospecting and acquiring new clients.
- Schedule appointments utilizing multiple communication channels (phone, email, marketing campaigns)
- Develop relationships with potential and current referral sources.
- Develop rapport and evaluate the business owner/decision maker's Human Capital Management needs determining which products are appropriate and referring to internal partners as needed.
- Project a positive image consistent with our values in representing Paychex to clients and the community.
- Strive to consistently gain technical, competitive and sales skills knowledge to stay agile and relevant in today's business climate.

The Sales Consultant position at Paychex offers:

- Base salary plus uncapped commission, Car and Cell Phone Allowance (\$100,000+ opportunity; top reps in company make \$300,000+)
- Comprehensive benefits package – Medical, Dental, Prescription, Stock purchase plan, Stock options, Life Insurance, Tuition Reimbursement, 401k with match, an incredible PTO policy & more
- Recognition and bonus programs (Sales Award Trips – Maui, Hawaii, Bahamas)

Paychex training program was recognized for the **17th year in a row in 2018 on Training® Magazines Top 125 list** for world-class training and development programs.

Paychex can offer a top-performing individual any of the following career path opportunities:

- Sales Management or Sales Training
- Individual contributor roles in one of our other business lines – Paychex has divisions for SMB, Major Markets, 401k, PEO, Health Insurance, Enterprise Accounts
- Operations Management

If you are interested in applying for a sales position at Paychex,
please contact: Danielle Slade at dslade@paychex.com